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Quick and Easy Guidelines for Girl Scout Money-Earning

Money-Earning is NOT the same as Fundraising

When you *fundraise*, you are directly asking someone (or someplace) for money. By IRS guidelines, girls may not do this. When you **complete a service or activity**, you are *earning* money. That's the difference!

Money-earning = service = APPROVED!

Fundraising = direct solicitation = NOT APPROVED.

What you – as a Girl Scout – CAN do!

Earning and managing money is an important part of the Girl Scout Leadership Experience. Here are some ways that your group can earn money. Remember, it's all about service!

- Spaghetti Supper
- Pancake Breakfast
- Gift-wrapping for the holidays
- Babysitting
- Wreath sale
- Car wash
- Yard sale
- Yard work

Be creative! There are many more ways in which you can earn money!

Inappropriate money earning activities for girls or troops:

Asking for Money

Direct solicitations for cash, including foundation grants – any request for cash support from a foundation, company or organization is inappropriate. Troops/groups can receive unsolicited donations of \$100 or less (cash) and \$200 or less (in-kind value) per person, per year.

Games of chance (auctions, tickets, raffles, etc.)

IRS guidelines prohibit these activities conducted by girls.

Product demonstrations (Avon, Mary Kay, Tupperware, candles, etc.)

Since 1939, the National Board of Directors has had a policy restricting endorsement of commercial products by Girl Scouts – this includes promoting any company by distributing its coupons as a Girl Scout or volunteer, hosting a Girl Scout night or promoting a special night for discount at a restaurant, etc.

“Girl Scout Nights” or sales that generate a profit for a specific company (Friendly’s, Macy’s, McDonald’s, etc.)

These events give the impression that Girl Scouts endorses the host company. Just like Avon and Tupperware, endorsing these companies is simply not permitted. **These events can be used as a Service Unit Fundraiser if submitted by an adult and benefit the whole Service Unit.*

Internet sales

Except for Fall Product and the GS Cookie program.

Fundraisers for other organizations (walkathons, telethons, etc.)

Girl Scouts, in their role as Girl Scouts, may not raise or solicit money for other organizations or participate in walkathons or telethons, or similar activities, that raise funds for other organizations. However, girls may contribute a portion of their group treasury to organizations or projects they consider worthwhile. For example, a Girl Scout troop cannot solicit pledges to take part in a walk-a-thon for Race for the Cure, but they can support the event by volunteering to prepare goodie bags for participants or passing out water at the event.

If you have questions about money-earning, please contact the Fund Development Department!

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